

Message Text

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64

ACTION SS-25

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FM AMEMBASSY PARIS
TO SECSTATE WASHDC 3894
INFO USMISSION NATO
AMEMBASSY BONN

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EXDIS

DEPARTMENT PLEASE PASS INFO TO SECDEF FOR DDR&E (CURRIE)
AND ISA FOR MCCAULIFFE

TREAT AS SPECAT EXCLUSIVE

E.O. 11652: GDS
TAGS: MPOL, MARR, GW, NATO, FR
SUBJECT: TWO-WAY STREET DISCUSSIONS

REF: (A) STATE 190403, (B) BONN 12396

1. SUMMARY: EMBOFFS MADE POINT TO DMA US DESK OFFICER
THAT DECISIONS RELATING TO BUY AMERICAN WAIVER ON POTEN-
TIAL FRENCH CONTRACTS REMAIN UNDER REVIEW. FRENCH CON-
SIDER TANK SIMULATOR CONTRACT TO HAVE SIGNIFICANCE
EXCEEDING THE RELATIVELY SMALL AMOUNT OF MONEY INVOLVED.
END SUMMARY.

2. DURING COURSE OF LUNCH HOSTED BY MAAG CHIEF WITH US
DESK OFFICER IN DELEGATION MINISTERIEL POUR L'ARMAMENT
(DMA), PHILIPPE PICQ, CONVERSATION EVOLVED ON US-NATO-
FRANCE STANDARDIZATION AND INTEROPERABILITY POTENTIAL.
POL/MIL OFFICER SEIZED OPPORTUNITY TO POINT OUT THAT WITH
REFERENCE TO JULY DELPECH-CURRIE CONVERSATION AND LMT
EFFORT TO SELL TANK SIMULATOR, DECISIONS RELATING TO BUY
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AMERICAN WAIVER ON POTENTIAL FRENCH CONTRACTS REMAIN

UNDER REVIEW (AS INSTRUCTED PARA 6 REF A).

3. PICQ RESPONDED THAT DMA CONTINUES TO BE MOST INTERESTED IN OUTCOME OF LMT EFFORT TO SELL TANK SIMULATOR. PICQ CONTINUED THAT ALTHOUGH THE AMOUNT OF MONEY INVOLVED IS NOT GREAT (LESS THAN \$2 MILLION), THIS SALE COULD HAVE CONSIDERABLE SYMBOLIC VALUE BY INDICATING TO FRENCH FIRMS THAT IT IS POSSIBLE TO COMPETE IN THE US DEFENSE MARKET. PICQ ADDED THAT IN THIS PARTICULAR CASE LMT HAD NOT SOLICITED THE OPPORTUNITY TO BID BUT RATHER THE US ARMY HAD APPROACHED LMT AND REQUESTED A PROPOSAL. PICQ SAID THAT DMA WOULD APPRECIATE BEING INFORMED AS SOON AS FINAL DECISION IS TAKEN. PICQ NOTED (AS HAD DELPECH IN HIS LETTER TO CURRIE) THAT THE LMT TANK DRIVING SIMULATORS ARE USED BY THE FRG, BELGIUM, AND NORWAY. THUS A CASE CAN BE MADE THAT PROCUREMENT FROM THE FRENCH FIRM WOULD PROMOTE GREATER STANDARDIZATION AND INTEROPERABILITY.

4. COMMENT: EMBASSY AGREES THAT THIS CONTRACT COULD HAVE SYMBOLIC SIGNIFICANCE OUTWEIGHING THE FINANCIAL CONSIDERATIONS INVOLVED. EMBASSY WILL APPRECIATE BEING INFORMED OF OUTCOME AT TIME FINAL DECISION IS MADE.
GAMMON

NOTE BY OCT: NOT PASSED ABOVE.

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NNN

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